

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

A & M Machine Works

New Mexico Manufacturing Extension Partnership

Process Improvement and Training Event Satisfies Major Customer Requirements

Client Profile:

A&M Machine Works is a privately owned metal fabrication and machining company located in Hobbs, New Mexico. Owned and operated by Byron Drown since 1990, the company provides refurbishment and repair services for oil well drilling and servicing structures, and parts fabrication and machining for the oil and gas industry. A&M Machine currently employs 18 people.

Situation:

New Mexico Manufacturing Extension Partnership (New Mexico MEP), a NIST MEP network affiliate, first contacted A&M Machine by knocking on their door when visiting the community. New Mexico MEP received a tour of the A&M Machines facility and metal fabrication and welding processes. A&M Machine then expressed to New Mexico MEP that they had recently been requested by one of their primary customers to achieve compliance with various industry welding codes. Owner Byron Drown was challenged with meeting these requirement, and the expertise and resources necessary to achieve this were not readily available. Byron turned to the New Mexico MEP for assistance.

Solution:

New Mexico MEP worked with Byron and his staff to evaluate what specific welding operations and processes were being used at A&M Machine. Based upon the results of this evaluation, a customized training program was developed to provide formal qualification training in Visual Weld Inspection for A&M Machine personnel. This formal training provided A&M Machine employees with the knowledge, expertise, and formal qualifications to accomplish the formal testing and certification of A&M Machine welding personnel as well as the development of all required welding program documents as required by industry standards.

Results:

- * Implemented a formal and industry code compliant welding program.
- * Continued to support a primary customer resulting in annual retained sales of over \$500,000.

Testimonial:

"Thanks to the support provided by the New Mexico MEP, A&M Machine now has the in-house expertise and qualifications to perform certification testing on all welding personnel and meet our customers requirements for welding code compliance. We have consistently performed over \$500,000.00 in work every year for this specific customer. It was critical that we meet this customers needs as soon as possible in order to be able to continue as a supplier to one of our largest customers."

Ann Ogle, Office Manager

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